



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK



- A FRESH Look at Houston Housing
- Tuesday is Election Day
- Should You Work with Micromanaging Sellers?
- Millennial Wealth Lags Behind Previous Generations
- Claim Your Spot as a Leader

“The Edge” is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.
Produced by the HAR Communications Department.



A FRESH Look at Houston Housing

FRESH REPORT

First Real Estate Snapshot of Houston

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of February 2020 compared to February 2019. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
↑ 9.7%	↓ 2.2%	↑ 5.5%
11,188	24,484	\$313,720

Take a **FRESH** Look at Housing

Be on the lookout for HAR's MLS market report for February 2020, which will be distributed on Wednesday, March 11. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

- The start of a new month means it's time for HAR's snapshot of market trends from the previous month – in this case, February.
- HAR's First Real Estate Snapshot of Houston (**FRESH Report**) for **February 2020** shows continued overall strength in our local housing market.
- Between February 1 - 29, new listings jumped almost 10 percent compared to February 2019, while consumer demand for housing sent active listings down 2.2 percent. The average list price climbed 5.5 percent.
- HAR's complete February MLS Market Update will be distributed next **Wednesday, March 11**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

Tuesday is Election Day

ELECTION DAY March 3, 2020



- The **Primary Election** is upon us on *Tuesday, March 3, 2020*.
- Be sure to get out and vote on Tuesday if you did not early vote.
- [CLICK HERE](#) to review the complete list of **HAR Recommended Candidates**.
- For more information, please visit www.votetexas.gov.

Should You Work with Micromanaging Sellers?

- Every agent has a story about a picky, micromanaging, type-A seller that wants to be in control every step of the way.
- At the recent *Inman Connect* conference in New York, two real estate veterans shared valuable tips for dealing with micromanaging sellers and knowing when to walk away from a listing.
- To tap into this important discussion from *Inman Connect New York 2020 (ICNY2020)*, watch the entire session [HERE](#).



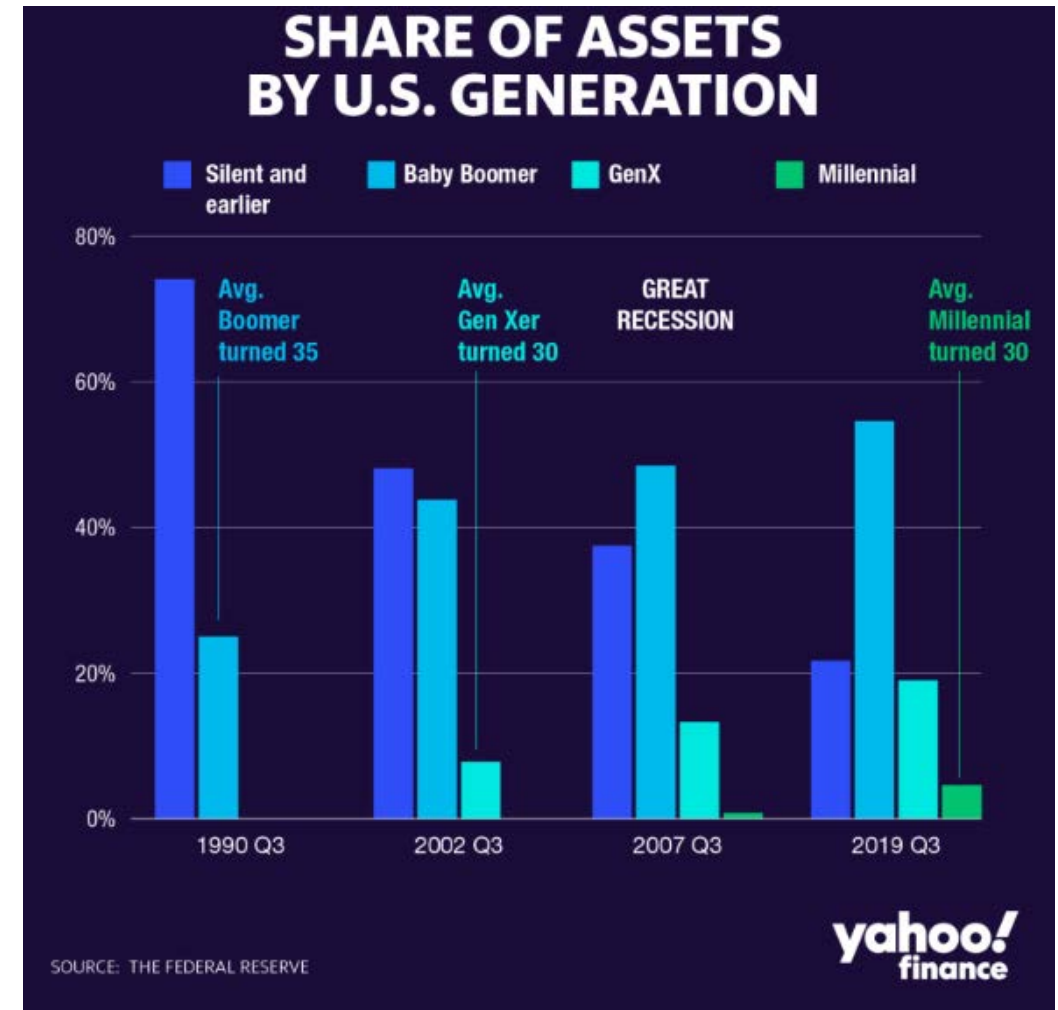
If you don't already enjoy the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)

inman SELECT



Millennial Wealth Lags Behind Previous Generations

- When it comes to owning real estate, investments, and consumer goods, millennials are far behind previous generations at the same or similar age.
- Millennials owned only 4.6 percent of total U.S. assets in the third quarter of 2019, the year when the middle of the generation was turning 30, according to recent Federal Reserve data. That compares to 7.8 percent for Gen Xers at the same age in 2002 and 25 percent for baby boomers in 1990, when the median boomer was slightly older at 35. (Data for boomers at age 30 wasn't available.)
- The disparity in some ways reflects cultural changes, and, to an even larger extent, it underscores costlier housing, growing student debt, and lower incomes among younger adults in the aftermath of the Great Recession.
- Read more of this *Yahoo Finance* story [HERE](#).





Claim Your Spot as a Leader

2020 Texas REALTORS® Leadership Program (TRLP)

TRLP offers participants and graduates an ongoing opportunity to meet other motivated leaders and to share an intensive learning experience that focuses on community issues and leadership skills. The purpose of TRLP is to prepare the next generation of Texas REALTORS® to meet future challenges. The program provides participants with lectures, seminars, guest speakers, group discussions and leadership exercises that address vital issues affecting Texas REALTORS®. The dynamic format stimulates vigorous and animated discussions and involvement by all participants.

Applications are available online at trlp.har.com.

Deadline to submit applications is March 20, 2020.

Questions?

Contact Rita Blevins at 713-629-1900 ext. 263 or via email at rita@har.com.



TEXAS REALTORS®
LEADERSHIP PROGRAM